



EDC COMMUNITY DEVELOPMENT TOUR

RALEIGH,
NORTH CAROLINA

OCTOBER 9–11, 2002



October 9, 2002

Dear Community Representative:

The Economic Development Council of Tallahassee/Leon County (EDC) would like to thank you for your participation and interest in the Community Development Tour—Raleigh, NC, October 9-11, 2002.

The visit to North Carolina State University—Centennial Campus will offer the opportunity for our local leadership, representing the public and private sectors, to view firsthand the innovative partnerships taking place in the area of university research and economic development.

As you are aware, Florida State University, with the support of the FSU Research Foundation and in partnership with local government and the private sector, is seeking to develop a research park facility currently referred to as University Park.

The timing of our visit to Raleigh is well served as the Urban Land Institute, a non-profit association of over 1,500 members, will be sending a team of distinguished professionals to our community the week of October 14th to conduct community interviews and make recommendations for the proposed "Park".

Please take a moment to review the enclosed information. Your active participation and input is needed to maximize our visit.

As Chairman of the EDC, I sincerely appreciate your continued support of our efforts to enhance and diversify the economic growth of our community. We look forward to returning to Tallahassee and implementing the knowledge gained during this visit.

Sincerely,

David B. Ramsay
Chairman

Sue Dick
President

AN ENTERPRISE FLORIDA PARTNER

In cooperation with the Greater Tallahassee Chamber of Commerce
P.O. Box 1639 • Tallahassee, FL 32302

**EDC COMMUNITY DEVELOPMENT TOUR 2002
RALEIGH, NORTH CAROLINA**

**ITINERARY
October 9, 10 & 11, 2002**

Dress Code – Business Casual

Weather Forecast (as of 8:30 am, Tues.) – Highs in the low 70s; Lows in the high 50s; showers forecasted at 30% on Wednesday, 40% on Thursday, 60% on Friday.

WEDNESDAY, OCTOBER 9

10:45 am *Depart Tallahassee*
 Delta, Flight 1402 / Jet Service with layover in Atlanta

11:48 am *Arrive Atlanta*

1:20 pm *Depart Atlanta*
 Delta, Flight 846

2:35 pm *Arrive Raleigh (RDU)*
 Exit Baggage Claim area
 Ground Transportation – Southern Coach 800-222-4793
 (Providing service throughout trip)

Welcome to Raleigh
 George Chapman, Planning Director, City of Raleigh

3:00 pm *Arrive at Hotel*
 Marriott Raleigh Crabtree Valley
 4500 Marriott Drive, Raleigh, NC 27612
 800-228-9290 / 919-781-7000

5:00 pm *Meet in lobby to depart for dinner*
 Café Luna
 136 E. Hargett Street 919-832-6090
 Northern Italian Cuisine

5:30 – 6:00 pm *Cocktails*

6:00 pm *Briefing*
 Dave Ramsay, Chairman, EDC
 Sue Dick, President, EDC

Overview of Raleigh, a Chamber Perspective
 Harvey Schmitt, President
 Greater Raleigh Chamber of Commerce

(Wednesday continued on next page)

WEDNESDAY, OCTOBER 9 - continued

7:00 pm *Dinner*

9:00 pm *Return to Hotel*

THURSDAY, OCTOBER 10

8:00 am *A Comparison of Two Cities*
 Sue Dick, President, EDC
 Wayne Harris, Vice President Technology & Development, EDC
 Continental Breakfast will be provided
 Hotel Meeting Room – Salons A/B/C

9:00 am *Meet in Lobby to depart for Centennial Campus*

9:30–10:00 am *Synergy... Innovation... Solutions...*
 An Overview of Centennial Campus
 Bob Geolas, Coordinator, Centennial Campus
 College of Textiles, Room 2309

10:00–10:30 am *Financing a Research Park*
 George Worsley, Vice Chancellor, Finance & Business, NCSU
 College of Textiles, Room 2309

10:30–11:00 am *History and Master Plan Vision*
 Claude McKinney, Former Coordinator, Centennial Campus

11:30–12:00 pm *Walking Tour of Centennial Campus*
 Leah Burton, Partnership Developer, Centennial Campus
 Amy Lubas, Partnership Developer, Centennial Campus

12:00–1:15 pm *Lunch & Incubator Discussion*
 Dave Emmett, President
 North Carolina Technological Development Authority

1:30–2:30 pm *Corporate Partner Perspective & Tour*
 Jeremy Hogan, Manager of Community Relations, Red Hat
 Red Hat Corporate Offices

3:00 pm *Depart Red Hat for Greenway/Trail System Tour*
 Kathy Baughman, Government Affairs Director,
 Southeast Region, The Trust for Public Land
 D. G. Martin, State Director, North Carolina
 The Trust for Public Land
 Chuck Flink, Principal, Greenways, Inc.
 David Josephus, Senior Greenway Planner, Greenways, Inc.

(Thursday continued on next page)

THURSDAY, OCTOBER 10 - continued

5:00 pm *Return to Hotel*

6:00 pm *Meet in Lobby to depart for dinner*
 42nd Street Oyster Bar & Seafood Grill
 Corner of Jones & West Streets
 919-831-2811

9:00 pm *Depart for Hotel*

FRIDAY, OCTOBER 11

7:30–8:30 am *The Next Move*
 Sandy D'Alemberte, President, Florida State University
 Ray Bye, Vice President for Research, Florida State University
 Sue Dick, President, EDC
 Dave Ramsay, Chairman, EDC
 Continental Breakfast will be provided
 Hotel Meeting Room – Duke/Tarheel/Wolfpack

9:30 am *Meet in lobby to depart for airport*

11:45 am *Depart Raleigh*
 Delta, Flight 2143 / Jet Service with layover in Atlanta

1:06 pm *Arrive Atlanta*

2:20 pm *Depart Atlanta*
 Delta, Flight 1108

3:19 pm *Arrive in Tallahassee*

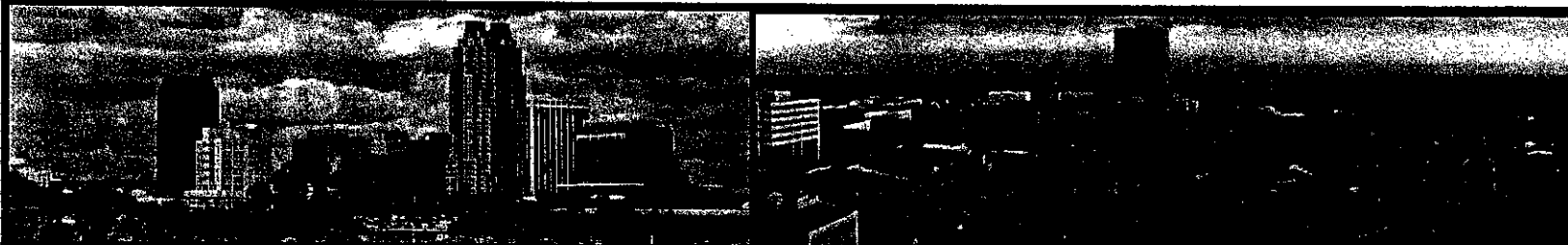
Raleigh vs. Tallahassee: Population, Housing and Business Profile



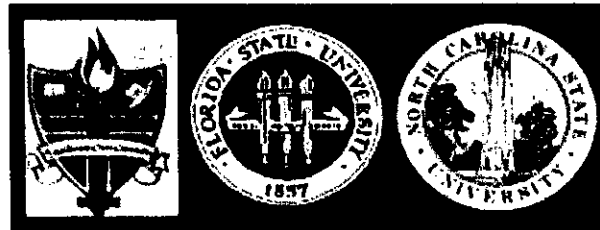
Population Characteristics	Leon	Wake	Household Characteristics	Leon	Wake
Population, 2001 estimate	239,376	655,642	Housing units, 2000	103,974	258,953
Pop. pct change, Apr 1, 2000-Jul 1, 2001 *	-	4.40%	Homeownership rate, 2000	57.0%	65.9%
Population, 2000	239,452	627,846	Housing units in multi-unit structures, 2000	30.9%	27.1%
Population, percent change, 1990 to 2000	24.4%	47.3%	Median value owner-occupied housing units, 2000	\$110,900	\$162,900
Persons under 5 years old, 2000	5.7%	7.2%	Households, 2000	96,521	242,040
Persons under 18 years old, 2000	21.3%	25.1%	Persons per household, 2000	2.34	2.51
Persons 65 years old and over, 2000	8.3%	7.4%	Median household money income, 1999	\$37,517	\$54,988
Female persons, percent, 2000	52.3%	50.4%	Per capita money income, 1999	\$21,024	\$27,004
White persons, percent, 2000 (a)	66.4%	72.4%	Persons below poverty, percent, 1999	18.2%	7.8%
Black or African American persons, 2000 (a)	29.1%	19.7%			
Asian persons, percent, 2000 (a)	1.9%	3.4%	Business Characteristics	Leon	Wake
Persons of Hispanic or Latino origin, 2000 (b)	3.5%	5.4%	Private nonfarm establishments, 1999	6,410	19,899
White persons, not of Hispanic/Latino origin, 2000	64.1%	69.9%	Private nonfarm employment, 1999	87,961	317,994
Living in same house 1995/2000, pct age 5+, 2000	41.0%	41.7%	Private nonfarm employment, % change 1990-1999	34.8%	47.9%
Foreign born persons, percent, 2000	4.7%	9.7%	Nonemployer establishments, 1999	13,035	39,904
Lang. other than English at home, age 5+, 2000	7.6%	12.2%	Manufacturers shipments, 1997 (\$1000)	557,648	10,419,983
High school graduates, age 25+, 2000	89.1%	89.3%	Retail sales, 1997 (\$1000)	2,244,368	7,391,943
Bachelor's degree or higher, age 25+, 2000	41.7%	43.9%	Retail sales per capita, 1997	10,476	\$13,396
Persons with a disability, age 5+, 2000	31,077	77,784	Minority-owned firms, percent of total, 1997	12.3%	12.3%
Mean travel time to work, age 16+ (minutes), 2000	21.7	24.7	Women-owned firms, percent of total, 1997	25.5%	26.0%
			Housing units authorized by building permits, 2000	2,200	12,193
			Federal funds and grants, 2001 (\$1000)	3,588,857	3,644,438
			Local government employment - FTE, 1997	9,973	18,447

* The Florida Bureau of Economic and Business Forecasting estimates Tallahassee's 2001 population growth at 2.0%; BEBR has been more accurate than the Census Bureau in its between-census annual estimates for the past several decades.

Raleigh vs. Tallahassee: Employment, Wages, Geography and Crime



Employment by Sector					Geography QuickFacts		
	Raleigh		Tallahassee			Wake	Leon
	Jobs	Pct	Jobs	Pct			
Total Non-Farm	389,984		160,900		Land area, 2000 (sq. mi.)	832	667
Manufacturing	29,455	7.6%	6,200	3.9%	Persons/sq. mi., 2000	754.7	359.1
Construction	28,801	7.2%	4,400	2.7%	Crime Rate 2000 - City		
Transportation & Public Util.,	24,673	6.3%	3,800	2.4%	Population	276,093	150,624
Wholesale & Retail	93,453	24.0%	32,200	20.0%	Crime	7,061	8,359
Finance, Insur. & Re. Estate	20,386	5.2%	6,400	4.0%	Murder	9.4	5.3
Services	124,600	31.9%	49,800	31.0%	Rape	32	65
Government	68,616	17.6%	57,900	36.0%	Robbery	279	281
Wages and Wage Growth					Aggr. Assault	422	860
	1999	2000	Pct. Chg	Rank	Burglary	1,461	1,612
Raleigh	34,803	37,775	8.50%	30	Larceny	4,312	5,025
Tallahassee	27,565	28,678	4.00%	179	Auto Theft	521	497
National Ave.	34,890	36,986	6.00%	n/a	Arson	26	13



Florida A&M, Florida State and North Carolina State Comparison

	FAMU	FSU	NCSU		FAMU	FSU	NCSU
Founded	1887	1851	1887	Colleges	Allied Health Sciences,	Arts and Sciences,	Agriculture and Life
Student Population	12,000	34,000	30,000		Arts & Sciences.	Business,	Sciences, Design,
Male	41%	43%	58%		Architecture, Business	Communication,	Education and
Female	59%	57%	42%		and Industry, Education,	Education, Engineering,	Psychology,
Minority	95%	23%	20%		Engineering, Technology	Human Sciences, Law,	Engineering, Natural
International	2%	4%	3%		and Agriculture,	Medicine, and Social	Resources,
Faculty	532	1,200	1,600		Environmental Sciences	Science; and the	Humanities and
Annual Budget (mil)	\$210	\$716	\$775		Institute, Evening and	Schools of Criminology	Social Sciences,
Sponsored Research (mil)	\$41	\$143	\$330		Weekend College,	and Criminal Justice,	Management,
Federal Research (mil)	\$78	\$84	\$86		FAMU/FSU College of	Film (Motion Picture,	Physical and
Patents Held	n/a	184	350		Engineering, FAMU Law	Television, and	Mathematical
Annual Royalties (mil)	n/a	\$39	\$8		School, General Studies,	Recording Arts),	Sciences, Textiles,
Campus Acreage	419	1,400	2,000		Graduate Studies and	Information Studies,	Veterinary Medicine
Research Park Acreage			1,000		Research, Journalism,	Music, Nursing, Social	
Degrees Offered					Media and Graphic Arts,	Work, Theatre, and	
B.A.	108	96	92		Nursing, Pharmacy	Visual Arts and Dance	
M.A.	60	100	101				
Ph.D.	8	72	58				

Of Note:

A new \$10 million venture capital investment fund, called the Centennial Venture Partners Fund, has launched 10 new research start-ups associated with the university during its first full year.

Centennial Campus Facts

Size:

- 1,334 acres (1,120 Centennial Campus + 214 Centennial Biomedical Campus)
- Office/lab space leases available
- Wet lab and office incubator space available
- Building sites available through land lease for build-to-suit options

Population:

- At present:
 - 1,600 corporate and government employees
 - 1,200 university faculty, staff and post-docs
 - 2,050 university students
 - 600 middle school students
- By the Year 2005:
 - 3,100 corporate and government employees
 - 1,800 university faculty, staff and post-docs
 - 5,500 students
 - 400 housing residents
 - 600 middle school students
- Projected at build-out:
 - 12,500 corporate and government employees
 - 12,500 university faculty, staff, post-docs and students
 - 7,000 housing residents
 - 600 middle school students
 - 2,400 support services personnel

Development:

- \$340 million invested in facilities and infrastructure to date.
- 1.48 million sq. ft. of space constructed in seventeen major buildings.
- At least seven additional buildings open, in construction, or design by the end of 2005.
- First residential housing project to open in Spring of 2003.
- Executive conference center, hotel and golf course scheduled to open in 2005.
- College of Engineering to move to Centennial Campus in two phases. Completion expected in 2003 and 2005.

Impact on NCSU Research Programs:

- Current government and industry sponsored research support for programs associated with Centennial Campus total \$54.5 million

Resident Partners:

- * 73 N.C. State Research Centers, Institutes, Laboratories and other departmental units.
- * 59 corporate and government entities including:

Major Corporations

ABB Inc.
Analog Devices, Inc.
Bayer Corporation
Eastman Kodak Co.
Ericsson IP Infrastructure
Gannett Fleming Engineers
GSK Data Exploration Sciences and Data Mining Technologies
Inovia Telecoms
Juniper Networks, Inc.
Lanco Assembly Systems, Inc.
Plexus Technology Group
Red Hat
Spirent Communications
Telesyn
Togethersoft Corporation
Your Office USA

Government Agencies

Centennial Campus Middle School
NOAA National Weather Service
North Carolina Progress Board
US Forest Service
USDA-APHIS Eastern Regional Office (AERO)
USDA-CPHST

Non Profit Agencies

Advanced Energy Corp.
Blue Sky
CENTAUR Lab
EDC@NC State
EPRI
Natural Products & Glycotechnology
NDRI

Small Businesses

Allasso Industries
Applied Mathematics
Baker Information & Technical Sales (BITS)
Celito Communications
GreenVest
INFOOD Ltd.

Integrated Industrial Information
Knowledge Sharing Systems, Inc.
Landsavers, Inc.
Marine Acoustics, Inc.
Materials Analytical Services, Inc.
MESO
Understanding Systems

Biotech Startups

Agrasol
BioResource International, Inc.
DarPharma
IPM Tech
KHH BioSci, Inc.
Pathology Associates - Charles River Labs
Premitec, Inc.
Sisu Chemicals LLC

IT Startups

Giant Semiconductor
Masterpiece Technology
Navowave
Viatec Research LLP
ZettaCore

Services

Academy Centennial Fund
Craig Davis Properties
Jenkins & Wilson
Kennedy Covington

**NORTH CAROLINA
TECHNOLOGICAL
DEVELOPMENT
AUTHORITY
(NCTDA)**



TDA Information

Search Bar

 Page 1 of 2
 12 13

[TDA Information](#) | [Business Incubation](#) | [Investment Capital](#) | [Technology Transfer](#) | [Rural Initiatives](#)

 You are here: [TDA](#) > [TDA Information](#) > [Corporate Overview](#)

TDA Information:

- ▶ [Corporate Overview](#)
- ▶ [Directors / Advisors](#)
- ▶ [TDA Staff](#)
- ▶ [Public Relations](#)
- ▶ [Calendar of Events](#)
- ▶ [Newsletter Archives](#)
- ▶ [Careers](#)
- ▶ [TDA Partners](#)
- ▶ [Driving Directions](#)
- ▶ [Contact Us](#)

Mission

The North Carolina Technological Development Authority, Inc. (TDA) is a public benefit corporation whose mission is to create jobs and wealth throughout North Carolina using business incubation, venture capital, technology transfer and rural initiatives to commercialize promising business opportunities.

Core Values

- Bias for Action
- High Hiring Bar
- Teamwork & Communication
- Stewardship & Frugality
- Accountability


[Printable Version](#)

President's Message

"Success is based on a few simple things. The challenge is that you have to do them." - Marvin Bower

Three simple ingredients: Capital, Infrastructure, and Technology - but, with strategic management, these simple ingredients produce powerful results. By making these components available to North Carolina entrepreneurs over a span of fifteen years, the TDA has been an integral part of the longest economic expansion in the history of North Carolina. Our success has provided the credibility to attract capital along with public, private and university partners. We have taken prudent risks and learned lessons from successes and failures. Those lessons have enabled us to refine our business models. Inevitably, the core tools for high impact economic expansion present themselves - Capital, Infrastructure and Technology.

FY 1999-2000 has been a record year for TDA. Our aggressive capital formation initiatives have generated outstanding economic returns for the state. The TDA's 14 portfolio companies are worth a total of about \$5M. These companies have raised follow-on investments totalling over \$257M, leveraging each TDA dollar invested by over 50 to 1. Over the last decade the TDA has invested over \$9M in venture deals and venture funds. These companies have gone on to attract over \$470M of investments, over 67% of which have come from out of state. Our investment philosophy is to re-invest returns back into the most promising seed stage technology deals in North Carolina.

SciQuest.com's initial public offering of stock generated a cash on cash return of over thirteen times our initial investment. This TDA record return places the current fund managers annual IRR (since 1997) at over 51%. SciQuest.com leveraged TDA's seed investment to attract over \$50M of follow on venture capital before raising \$120M in an IPO. In addition, the company generated nearly 400 new, good paying jobs in North Carolina. TDA used these returns to launch our own direct deal seed fund called the First Flight Venture Fund (FFVF).

TDA's Incubator network remains one of the strongest in the nation. We continue to expand our outreach to the rural communities. The TDA has restructured rural initiatives to more effectively address the diverse business needs of all rural areas helping rural areas help themselves. This year we approved financing for seven new business incubator projects, bringing the total number of business incubators assisted by the TDA to thirty-one.

In the coming year we will launch creative new approaches to business incubation including the Agribusiness Incubator Initiative. This will further leverage our statewide network and provide business development, technical services and debt capital to rural

13 13
entrepreneurs. In addition, we are renovating a building on the border of the Research Triangle that will provide flexible wet lab space for emerging life science companies.

We have joined our expertise in venture creation and business incubation together, creating a model around one of the region's most prolific technology hubs, North Carolina State University. In 1999, TDA and NC State University launched Centennial Venture Partners (CVP), a \$10M seed fund targeting University affiliated companies. CVP's portfolio has grown to 16 portfolio companies. The \$4 million invested thus far has attracted \$40 million in follow-on capital and has created over 200 jobs. The opening of the TDA managed business incubator on Centennial Campus, the Entrepreneurial Development Center @ NC State, has further strengthened this successful technology transfer model. The incubator was fully leased in 9 months and boasts 4 successful graduates.

This university/venture/incubator partnership has quickly become a national model for successful technology transfer. We are confident that we can further refine this model and implement it on a larger scale to help unleash the technology generated within the 16-campus UNC System - further accelerating North Carolina's economic prosperity. In the coming year, we will be partnering with the UNC System, NC State University, and the National Science Foundation to do just that.

As we enter the first year of the next century, our company goals are sharpened and focused on our greater vision of a prosperous North Carolina. With the core ingredients of capital, infrastructure and technology we have successfully integrated business development, incubation, technology transfer, and venture capital to efficiently identify and market North Carolina's greatest intellectual assets. We will continue to form strategic partnerships and endorse programs and initiatives that create and build fast growing, globally competitive businesses. Our long-term vision is to serve as the state's premier enabler of research commercialization, and technology transfer. We are an organization dedicated to North Carolina's future.

David L. Emmett
President

2 Davis Dr. • PO Box 13169 • Research Triangle Park • NC 27709-3169
Phone: 919.990.8558 • Fax: 919.558.0156 • Email: webmaster@nctda.org

Content © 2001 The North Carolina Technological Development Authority, Inc.
Site Design by Fluid Mosaic, LLC